



U.S. Small Business Administration

SBA Programs & Assistance

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What PCR's do

- 1. SBA-PCR's are procurement professionals located at various large buying Activities throughout the country.**
- 2. We monitor more than one Agency.**
- 3. Most of our time is spent on reviewing proposed procurement opportunities and subcontracting plans to ensure compliance with applicable Laws and Regulations.**
- 4. PCR's are also responsible for a variety of business support activities including surveillance reviews, providing training sessions, attendance at procurement fairs, etc.**
- 5. You can locate a PCB by checking our SBA**



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the process works

- 1. An Agency Contracting Officer proposes a procurement.**
- 2. That procurement is then reviewed by the Agency's Small Business Specialist, (DLA-DSCP, Michael McCall, 215-737-2323, email: Michael.McCall@dla.mil).**
- 3. Then the procurement is reviewed by the outside, independent, SBA Procurement Center Representative (PCR). We have 15 days for routine procurements and 30 days for "bundled" requirements.**
- 4. If the buy is large (typically over \$500,000), a mandatory subcontracting plan is required from all large business firms.**
- 5. For civilian Agencies (other than the Department of Defense) subcontracting plans are reviewed by the**



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Order of Precedence

What we look for

- 1. 8(a) Firm who is also HUBZone certified (sole source up to any dollar value but must be competitive if the buy is for supplies and is valued over \$5 million or if the buy is for services valued over \$3 million)**
- 2. 8(a) Firm non-HUBZone**
- 3. HUBZone Set-Aside (buys over \$100,000)**
- 4. HUBZone Sole Source (contract value cannot exceed \$5 million for supplies or \$3 million for services)**
- 5. Total Small Business Set-Aside**
- 6. Partial Small Business Set-Aside**
- 7. Unrestricted Buy with 10% evaluation preference for HUBZone firms and another 10% evaluation preference for SDB's**

(10% HUBZone preference is not applied to small business offers, but 10% SDB preference is)

- **8(a) Program**

SBA



General Certifications

certifies

- **Small Disadvantaged SBA certifies**
- **Small Business Self certification**
- **Women Owned Self certification**
- **Veteran Owned Self certification**



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Small Business Listings

- **SBA does not issue certificates or maintain a listing of eligible small businesses (later I'll talk about our SBA PRONet - Procurement Marketing and Access Network Database)**
- **As mentioned earlier, for federal procurement purposes, a firm “self certifies” itself as a small business as of the time that it submits a bid, and based on the size standard listed by the Contracting Officer within the solicitation.**
- **For 8(a), SDB, and HUBZone Programs we do maintain listings.**



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Joint Ventures

Typical Question:

“My small business firm wants to team with another small business firm to bid on a Government contract that is set-aside for small business. We are both small according to the size standard, but NOT when we are combined. Are we eligible to bid as a small business?”

General Answer:

NO. This would constitute a joint venture whereby both firms share, in some proportion, the responsibility and profits or loss on a contract. You are considered affiliated for the purpose of that contract. The revenues from all sources or the employees of both firms are added together to determine the size of the joint venture.”

BUT HOLD ON, LATER I WILL EXPLAIN SOME EXCEPTIONS !



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Rules of Affiliation

The calculation of a firm's size includes the employees or receipts of all affiliates. Affiliation with another business concern is based on the power to control, whether exercised or not. SBA looks at factors such as common ownership, common management, previous relationships or ties, contractual relationships, and financial dependence, among other factors when considering affiliation. Power to control typically exists when a party has 50% or more ownership. It may also exist with considerably less than 50% ownership by contractual arrangement or when one or more parties own a large share compared to other parties. The affiliated business concerns need not be in the same line of business.



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Exceptions to Joint Ventures

- **Remember earlier how we discussed that typically in a joint venture, firms are considered affiliated with each other for the purpose of the contract? Then we said that normally the revenues of or the number of employees of both firms are added together to determine the size of a joint venture?**
- **HERE IS AN EXCEPTION !**
- **On certain very large federal procurements, a joint venture of only small business firms would qualify as a small business joint venture. This is limited to procurements that exceed \$10 million dollars for manufacturing, and one half of the size standard for services, i.e. the size standard for heavy construction is \$28 million dollars, so half of that would be \$14 million dollars.**



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Confused on Size Issues?

~~Gary Jackson, Assistant Administrator,~~

Office of Size Standards - 202-205-6464

- **Linda Waters, Size Manager - 202-205-7315**
- **If in Philadelphia, Vince Mazzato, Size Specialist, 215-580-2769**
- **OR VIST OUR WEBSITE AT:
WWW.SBA.GOV**



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PRO-Net



Procurement Marketing and Access Network
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[Mailing Lists](#): Press Releases, Newsletters, Publications, etc.

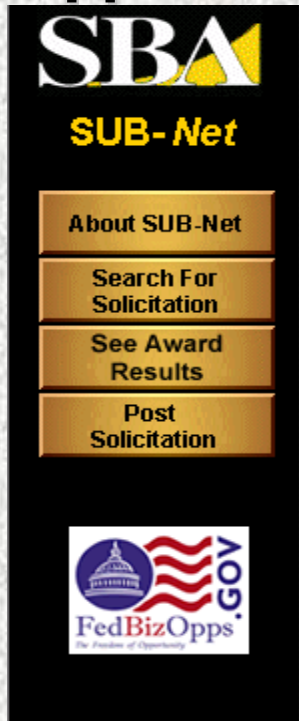
Where Small Businesses tell their own story!



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Subcontracting

Have your Primes post their subcontracting opportunities



**U.S. Small Business Administration
Subcontracting Network**

The use of SUB-Net fulfills the function set forth in [Federal Acquisition Regulation \(FAR\) 5.206](#), Notice of Subcontracting Opportunities, for contractors and subcontractors to post notices and thereby increase competition for subcontracts.

Also see SBA's [Subcontracting Opportunities Directory](#)
& [SBA's PRO-Net](#) - Procurement Marketing and Access Network

www.sba.gov - Live Postings !



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Procurement Assistance

To find out more about SBA Programs

Lending
Programs

PRO-Net, SUB-Net
& TECH-Net

Starting Your
Business

ACTs/Laws

Veterans
Classroom

Veterans
News

Outside
Resources

Federal Grant
Resources

Comments or
Questions

[8\(a\) Business Development](#) - offers a broad scope of assistance to socially and economically disadvantaged firms.

[Small Disadvantaged Business Certification program](#) - While the 8(a) Program offers a broad scope of assistance to socially and economically disadvantaged firms, SDB certification strictly pertains to benefits in federal procurement. 8(a) firms automatically qualify for SDB Certification.

[HubZone Empowerment Contracting Program](#) - The HUBzone Empowerment Contracting program provides federal contracting opportunities for qualified small businesses located in distressed areas.

[Subcontracting Opportunities Directory](#) - A listing of prime contractors doing business with the federal government.

[Procurement Technical Assistance Centers \(PTACs\)](#) - A listing of Department of Defense Procurement Technical Assistance Centers.

[SBA's Procurement Center Representatives \(PCR's\)](#) - located in SBA area offices, review and evaluate the small business programs of federal agencies and assist small businesses in obtaining federal contracts and subcontracts.

www.sba.gov



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Are submitting your offer

- **Always read ALL the rules that apply to your particular procurement opportunity.**
- ✓ **Federal Acquisition Regulations (FAR)**
- ✓ **Defense Federal Acquisition Regulations Supplement (DFARS)**
- ✓ **<http://www.arnet.gov/far/>**
- **Always follow the prescribed procedures**
- **Questions should be directed to the Contracting Officer**